

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

DIRECT PORTFOLIO INVEST: IDENTIFY COPEN. BROKERS WITH STRONG CDA INTEREST SECTIONS TO ENABLE FURTHER FOCUSING OF OUR PROMO EFFORTS. -DIRECT CORPORATE INVEST: COMPLETE OUR MAILING LIST OF DANISH EXPORTERS DO CDA IN PREPARATION FOR SEPT. DIRECT MAILING CAMPAIN. -ESTABLISH CLOSER TIES TO DANISH BANKS AS THEY PLAY KEY INTERMEDIARY ROLE. -MAINTAIN CLOSE CONTACT WITH FIRMS ON OUR TARGET LIST.

-15 MAJOR BROKERS IDENTIFIED. THEY ARE HANDLING APPROX. \$4M CDA PER QUARTER OUR OT REPORTED \$7M OF DANISH PURCHASE OF SHARES AND BONDS IN CDA. -MAILING LIST STILL NOT FINALIZED. DELAYED TO 2ND QUARTER. -CLOSE CONTACT ESTABLISHED WITH COPEN HANDELSBANK'S AND DEN DANSKI BANK'S INTERNATIONAL INVEST. & M&A DIV. -INVITED TARGET FIRMS TO HUBBARD PRESENTTION/LUNCHEON JUNE 4; MADE 3 COMPANY CALLS.

QUARTER : 2

-DIRECT MAIL CAMPAIGN TO DANISH FIRMS IDENTIFIED AS EXPORTERS TO CANADA.
-INCREASED NUMBER OF COMPANY CALLS.

COMPLETED.
MADE 2 COMPANY CALLS.

QUARTER : 3

ANALYSIS OF RESPONSES TO DIRECT MAIL SURVEY
CALLS ON SELECTED FIRMS

COMMENCED ONLY. COMP. POSTPONED TO NEXT QUAR.
3 CALLS COMPLETED

QUARTER : 4
